

Thanks Steve:

To be recognized as **FRIEND of the INDUSTRY** by your Customers ...is a **tremendous HONOR** for myselfas well as R. J. Reynolds Tobacco Co.

AND we DO truly value the **strong....working** relationship that we **enjoy....** with each and every **distributor.....** in the room tonight....and we're especially pleased to be a part, of such a **Strong State Association**.

As I'M often reminded by my managers in NY
MARK...."You're only as Goodas the People that you surround yourself With"

and I have to admit...I'm very fortunate to have a great group of Managers ...handling the **Distributor Programs** in NY. **These Individuals** make my job extremely easy.....and these are the **People** that you deal with on a **day to day basis** when things go right and when things go wrong.

With me tonight I have **these 3 Key Account MgrsRenee DuZinSki, Dave Keeney and George Moulton,** as well as the region business Mgr: **Lori O'Connor....who puts these programs together.**

On behalf of the Key Account Mgrs, Lori, myself as well as **the other 100** Reynolds sales people that live and work in New York.....Thanks for this award.

We at R. J. Reynolds Tobacco Company are once again very pleased to be a Major Sponsor of the 1996 State Association Convention.

We hope everyone has enjoyed our part of the program the Ladies Luncheon earlier today as well as this cocktail party.

Let's have a great evening and as they say at the casinos in Atlantic City have a lucky night!

Thanks